

Message Text

UNCLASSIFIED

PAGE 01 GUAYAQ 01210 302130Z

12

ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 COME-00 /018 W

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R 302050Z JUL 75

FM AMCONSUL GUAYAQUIL

TO MR BILL FEINGOLF

SCHWABACH COFFEE CORPORATION

76 BEAVER STREET

NEW YORK, N.Y.

TEL 212-943-8118

TELEX RCA 232478

ITT 420475

INFO AMEMBASSY QUITO

SECSTATE WASHDC 4062

UNCLAS GUAYAQUIL 1210

E.O. 11652: N/A

TAGS: EGEN, BDIS, DC

SUBJECT: SALE OF ECUADOREAN COFFEE TO ADDRESSEE FIRM IN
THE U.S.

1. REF YOUR CABLE RECEIVED JULY 24, WE UNABLE TO CON-
CLUDE CONVERSATIONS WITH HUMBERTO GARCIA UNTIL JULY 30
DUE TO LAST THURSDAY AND FRIDAY TO HOLIDAYS AND FACT THAT
GARCIA LIVES IN ISOLATED TOWN OUTSIDE OF BAHIA DE CARA-
QUEZ. FOLLOWING IS REPORT HE HAS GIVEN US:

2. GARCIA OFFERED 1,000 BAGS OF COFFEE AT 65 CENTS RPT
65 CENTS PER POUND TO SEVERAL OF HIS HABITUAL BUYERS
FOR REPLY BY JULY 21. YOUR CABLE RECEIVED AT 1:30 P.M.
JULY 21 BUT EARLIER REPLY AT 10:00 A.M. FROM ANOTHER
BUYER (UNSPECIFIED) OFFERED 75 CENTS RPT 75 CENTS.
THEREFORE, IN VIEW OF EARLIER REPLY BY THIS BUYER AND
HIGHER PRICE OFFERED, GARCIA SOLD TO HIM INSTEAD. HE
ALSO SAYS HE HAS RECEIVED FOUR COMMUNICATIONS FROM YOU,
TWO OF WHICH HE DOES NOT UNDERSTAND AS THEY ARE IN CODE
HE DOES NOT USE. HE USES ACME. HE CAN ALSO BE TELE-
PHONED AT BAHIA 575 RPT 575 IN CARE OF HIS EMPLOYEE
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BOLIVAR BALDA.

3. ALTHOUGH GARCIA SAYS HE CANNOT RETURN TO 65 CENTS,
HE WILLING IN ORDER TO REACH AMICABLE SOLUTION WITH YOUR
FIRM TO OFFER 1,000 BAGS AT 70 CENTS RPT 70 CENTS FOR
SHIPMENT AT END OF AUGUST. HE SAYS HE WISHES TO KEEP
DOING BUSINESS WITH YOU BUT THIS IS BEST HE CAN DO. HE
SAYS HE HAS ALREADY CABLED THIS OFFER TO YOU.

4. REGRET DELAYED REPLY, BUT THIS QUICKEST WE HAVE BEEN
ABLE TO DO.

WILLIAM SCHRAGE
COMMERCIAL OFFICER
AMERICAN CONSULATE GENERAL
GUAYAQUIL, ECUADOR
KELLER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: COFFEE, SALES, PRICES
Control Number: n/a
Copy: SINGLE
Draft Date: 30 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975GUAYAQ01210
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750263-0985
From: GUAYAQUIL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t1975079/aaaaahtu.tel
Line Count: 77
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: hartledg
Review Comment: n/a
Review Content Flags:
Review Date: 31 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <31 MAR 2003 by ThomasVJ>; APPROVED <03 FEB 2004 by hartledg>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SALE OF ECUADOREAN COFFEE TO ADDRESSEE FIRM IN THE U.S.
TAGS: EGEN, BDIS, EC
To: n/a
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006